

Message Text

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DRAFTED BY COM/BIC/OED/OPS/J.T.HARDISTY

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COM/BIC/OED/OPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

COM/DIBA/BIC/R.RYDLUN

STATE/OA/B.WILSON

STATE/AF/W/H.WALKER

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R 212221Z APR 75

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

UNCLAS STATE 091316

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: PRODUCT OPPORTUNITY: BUSES FOR 2ND WORLD BLACK

--- ARTS FESTIVAL

REF: (A) LAGOS 01425; (B) STATE 030030

1. OVERSEAS PRODUCT SALES GROUP(OPS) OF USDOC HAS DISCUSSED BUS REQUIREMENT FOR 2ND WORLD BLACK ARTS FESTIVAL WITH FLXIBLE CO., DIV. OF ROHR INDUSTRIES. COMPANY MAKES LARGER BUSES OF 30 FT, 35 FT. AND 40 FT. LENGTH WHICH HAVE TOTAL CAPACITY OF APPROX. 70,90 AND 100 RESPECTIVELY. ALL THREE SIZE BUSES COST APPROX. 60,000 PER FOB OHIO. FLXIBLE ALSO MAKES SMALLER BUSES OF 21 FT. LENGTH SEATING APPROX. 19 PASSENGERS.

2. FLXIBLE HAS EXPRESSED GREAT DEAL OF INTEREST IN FURNISHING BUSES BUT WOULD HAVE TO HAVE ORDER RIGHT AWAY IN ORDER TO MEET DELIVERY REQUIREMENTS. CONSIDERING PROBLEMS OF DISPOSAL OUTLINED IN REFTEL A, SUGGESTION MAY BE MADE TO MR. WANIKO THAT A BLEND OF SMALLER AND LARGER
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BUSES BE CONSIDERED THAT (1) MAY MORE ADEQUATELY MEET TRANSPORT NEEDS; (2) WOULD GIVE MORE FLEXIBILITY IN

DISPOSAL OF VEHICLES; (3) WOULD REPRESENT SAVINGS WHERE SMALLER BUSES COULD BE UTILIZED AND (4) WOULD INCREASE PROBABILITY THAT SUFFICIENT NUMBER OF VEHICLES COULD BE SUPPLIED BY NOVEMBER TARGET DATE.

3. ACTION REQUESTED:

MR. PAUL W. CUMMINS, GENERAL MANAGER, FLXIBLE SOUTHERN COMPANY AND MR. HOWARD ROBBINS, V.P., ROHR INDUSTRIES, HAVE WRITTEN INDIVIDUALLY TO MR. WANIKO RE USE OF SMALLER AND LARGER BUSES RESPECTIVELY. REQUEST THAT EMBASSY CONVEY ADVANTAGES OUTLINED IN PARA 2 TO WANIKO AND ENCOURAGE IMMEDIATE RESPONSE TO FLXIBLE OF INTEREST IN PURCHASING BUSES. KISSINGER

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